

THE Publishers' Weekly

A JOURNAL

SPECIALLY DEVOTED TO THE INTERESTS OF THE

BOOK AND STATIONERY TRADE.

[With which is incorporated the *American Literary Gazette* and *Publishers' Circular*, established 1852.]

F. LEYPOLDT, EDITOR AND PUBLISHER, 37 PARK ROW, NEW YORK.

VOL. X. NO. 11.

NEW YORK, September 9, 1876.

WHOLE NO. 243.

RECENT NOVELS.

I.

The Three Brides.

By C. M. YONGE, author of "The Heir of Redclyffe." 1 vol., 12mo. Cloth, \$1.75.

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nent filled by E. Steiger, 22 and 24 Frankfort street, New
York, and all German booksellers.*

NOTES IN SEASON.

THE season should start off well with books from three of the most popular authors' writing. "Daniel Deronda" is of course the first; the others are new books from Dr. Holland and Rev. E. P. Roe. Dr. Holland's forthcoming book is called "Every-day Topics: A Book of Briefs," and comprises a careful selection of the articles of permanent interest in his "Topics of the Time" in *Scribner's Monthly*. These short but vigorous papers have attracted so much attention as printed in the magazine that the book is likely to be sought by a wider circle than "Timothy Titcomb's" previous readers, many as they were. This is just ready at the Scribners'. Mr. Roe's new novel will be published by Dodd, Mead & Co. about the last of the month, under the title of "Near to Nature's Heart." The time is that of the Revolution, and Washington and Arnold appear among the characters. The scene is the west bank of the Hudson, and many incidents historically associated with that ground are woven into the plot.

THE third volume of Dean Stanley's "Lectures on the History of the Jewish Church" will also be published at once by the Scribners. This completes this important and brilliant book, covering the period from the Babylonian captivity to the birth of Christ. We wonder if Daniel Deronda's enthusiasm will help its sale!

J. R. OSGOOD & Co. publish this week the new Household edition of Lowell's poems, the "Little Classic" edition of Emerson's "English Traits," and the initial volume of Longfellow's "Poems of Places." This last-named book is the first of four which will include poems relat-

ing to England and Wales. It begins—after preface, prologue, and introductory poems—with Alborough and ends with Furness Abbey. Names of famous poets are sprinkled thickly through it, and it promises a series of rich volumes. Prof. Lowell has revised his poems and altered their arrangement somewhat, but has not omitted any included in his previous volumes, so the Household Lowell is absolutely complete. It ought to be largely popular, and doubtless will be.

A CONSIDERABLE list may be expected this fall from G. P. Putnam's Sons, among which we may name now only those in the educational division. These number a new series to be known on this side as Putnam's Series of School Histories. They will comprise "Germany," "Greece," "Rome," and "England," by Leonard Schmitz; "France," by Sutherland Menzies, and "Landmarks of Modern History," by C. S. Dawe. The most important book of the list will be a third volume of Prof. J. M. Harts' excellent "German Classics for American Readers," giving selections from Goethe's prose. Prof. J. J. Elmendorf, of Racine College, has prepared "Outlines of the History of Philosophy."

HARPER & BROS. will issue next week the volume on "Medieval Saints and Miracles," announced some time since. This is a study of no little interest, that is likely to call out a good deal of discussion from the Catholic side. A new volume of Mr. Rolfe's neat school edition of Shakespeare, "Richard the Second," and Wilkie Collins' new novel, "The Two Destinies," will accompany it.

A LIFE of Custer is being rushed through at Sheldon & Co.'s, but it goes to the agents first. Some assert that the trade sell the most of such books after all, because of the push they get from the agents. The book will be an octavo of 500 pages, fully illustrated. It is written by Mr. Frederick Whittaker.

FRANK LEE BENEDICT's new novel, "Twixt Hammer and Anvil," will be published soon by G. W. Carleton & Co. It is a pity the title is so near that of one of Spielhagen's novels. A new novel by Celia Gardner, "A Woman's Wiles," and new editions of her previous books, also a new edition of Swinburne's "Laus Veneris," are also nearly ready.

A NEW story by Mrs. Prentiss, author of "Stepping Heavenward," is in press at A. D. F. Randolph & Co.'s for about the middle of the month. Its subject is the education of children in the house, and its title is, we believe, "The Home at Hillside."

D. APPLETON & Co. have nearly ready a study of the labor question, under the title of "Talks about Labor," and a new novel by Florence Marryat, called "My Own Child."

A NEW juvenile of the style of "Chatterbox" is one of the novelties offered by the World Publishing Company, under the title of "Chatterbox, Jr." The text is juvenile poetry, and the many illustrations are all from photo-lithographic plates.

THE final (thirteenth) part of A. S. Barnes & Co.'s Centennial History will be devoted altogether to the Centennial Exhibition. It will be profusely and finely illustrated, and will also be published for sale separately as a memorial of the Exhibition.

ALPHABETICAL LIST OF BOOKS JUST PUBLISHED.

The Prices in this List are for cloth lettered, unless otherwise indicated. Imported books are marked with an asterisk: Authors' and Subscription Books, or Books published at net prices, with two asterisks.

Alden.—The Science of Government in connection with American Institutions. *New ed.* By Joseph Alden, LL.D., Pres. of State Normal School, Albany, N. Y., etc. 12°, pp. 304. \$1.50. *Sheldon.*

Almanacs.—The Farmer's Almanac, for the Year 1877;—The Housekeeper's Almanac, for the Year 1877;—Uncle Sam's Comic Almanac, for the Year 1877. Sq. 12°. Ea., pap., 10 c. *Hunt.*

Bernstein.—The Five Senses of Man. By Junius Bernstein, Prof. of Physiology in the Univ. of Halle. With 91 wood-cuts. (International Scientific Series.) 12°. \$1.75. *Appleton.*

Bibliotheca Americana. Catalogue of a valuable Collection of Books and Pamphlets relating to America. The United States, Colonial and Revolutionary; War of 1812; Mexican War; Rebellion and Slavery; Confederate Publications; State, County, Town, and other Local Histories; Central and Far West; British, Central, and South America; Indians and American Antiquities; Biography and Genealogy; Bibliography, Travels, and Geological Reports; with a Descriptive List of Robert Clarke & Co.'s Historical Publications. 8°, pp. x, 243, 6o. Pap., 50 c. *Clarke.*

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De Quincey.—The Works of Thomas De Quincey. *Riverside ed.* In 28 vols. With steel portr. of De Quincey. Vol. 1. The Confessions of an English Opium-Eater, and kindred Papers. Cr. 8°. \$1.75. *Hurd & H.*

Dickens.—The Works of Charles Dickens. *Illustr. Library ed.* In 29 vols. With Introductions by Edwin P. Whipple. Over 550 illustr. on steel by the best English and American artists. Vols. 1 and 2. *Pickwick Papers.* 12°. Per v., \$2. *Hurd & H.*

Elliott.—Daniel Deronda. By George Elliott. In 2 vols. Vol. 2. *Harper's Library ed.* 12°, pp. 427. \$1.50. *Harper.*

Freeman.—History of Europe. By Edward A. Freeman. (History Primers.) 18°. 50 c. *Appleton.*

*— The History of the Norman Conquest of England, and its Causes and its Results. By Edward A. Freeman, M.A., Hon. D.C.L., LL.D. Vol. 5. 8°, pp. 604. \$4. *Macmillan.*

Fourier.—Theory of Social Organization. Sociological Series, No. 2. By Charles Fourier. With an Introduction by Albert Brisbane. 12°, pp. 612. \$1.50. *Somerby.*
— See also Brisbane and Fourier.

Frost.—Parlor Acting Charades. By S. Annie Frost. 16°. Bds., 50 c.; pap., 30 c. *Dick & F.*

Guernsey.—Washington and Seventy-Six. By Lucy E. and Clara F. Guernsey. 16°, pp. 360. \$1.25. *Am. S. S. Un.*

Hayes, Rutherford B. See Conwell.

****Jenney.**—The Mineral Wealth, Climate and Rain-Fall, and Natural Resources of the Black Hills of Dakota. By W. P. Jenney, M.E. 8°. Pap., 50 c. *[Gov. Print. Off.] Van Nostrand.*

King.—The White Hills. Their Legends, Landscapes, and Poetry. By Thomas Starr King. *New ed.* Illustr. 12°. \$3. *Gill.*

***Lamb.**—History of the City of New York. By Mrs. Martha J. Lamb. Illustr. Parts 1-4. Ea., 4°, pp. 56. Per pt., pap., 50 c. *Barnes.*

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***Schott.**—Tables, Distribution, and Variations of the Atmospheric Temperature in the United States. By Charles A. Schott. 4°. Bds., \$3. *[Smithsonian Institution] Van Nostrand.*

Scott.—The Waverley Novels. By Sir Walter Scott, Bart. *Library ed.* Vol. 1. *Waverley.* Illustr. 8°, pp. 564. \$3.50. *Appleton.*

— The Waverley Novels. By Sir Walter Scott. *Riverside ed.* In 25 vols. With numerous steel engravings after designs by Birket Foster, Darley, Billings, Landseer, Harvey, and Faed. Vol. 1. *Waverley.* Vol. 2. *Guy Mannering.* 12°. Per v., \$1.50. *Hurd & H.*

Smith.—Reminiscences of the Texas Republic. Annual Address before the Historical Society of Galveston, Dec., 1875. By Ashbel Smith. With a Preliminary Notice of the Historical Society of Galveston. 8°, pp. 82. (Only 100 copies.) Pap., \$1.50. *[Galveston Hist. Soc.] Cushing.*

***Spectator (The).** Complete in one vol. With Portrait of Addison, Notes, and a General Index. 8°, pp. 918. \$2.50. *Cassell.*

Spectre (The) of the Vatican; or, The Efforts of Rome in England since the Reformation. 12°, pp. 128. \$1.50. *Whittaker.*

Thomas.—The Bar-Tender's Guide; or, How to Mix all Kinds of Fancy Drinks. By Jerry Thomas. 16°, pp. 130. 75 c.; pap., 50 c. *Dick & F.*

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Thornton.—On Tracheotomy in the Diseases of the Larynx and Trachea. By W. P. Thornton, M.D. Illustr. 8°, pp. 70. \$1.75. *Lindsay & B.*

Thrall.—School History of Texas. By Rev. H. S. Thrall. 16°, pp. 225. \$1. *Univ. Pub. Co.*

***Thurston.**—Reports of the Commissioners of the United States to the International Exhibition held at Vienna, 1873. Edited by Robert H. Thurston, A.M. Vol. 1. Introduction, Executive Commission, Agriculture. Vol. 2. Science, Education. Vol. 3. Engineering. Vol. 4. Architecture, Metallurgy, General Index. With numerous plates and illustr. 4 vols. 8°. \$15. *[Gov. Print. Off.] Van Nostrand.*

***Ups and Downs of a Donkey's Life.** With 100 illustr. 16°, pp. 200. \$1. *Cassell.*

Warner.—The Solar Theory of Myths. By Prof. John DeWitt Warner. 8°, pp. 19. Pap., 25 c. *Munsell.*

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Scott, Waverley Novels, Library ed., v. 1,	
Waverley,.....	3.50
Yonge, Three Brides.....	1.75

A. S. BARNES & Co., New York.

Lamb, Hist. of N. Y. City, pts. 1-4.	
Ea., pap. 50	

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Bright Rays for Dull Days.....	1.00
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Little Folks' Picture Album.....	2.50
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Pictures for Happy Hours.....	1.00
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Frost, Parlor Acting Charades.	
Bds., 50 c.; pap. 30	
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Almanacs, Farmer's;—Housekeeper's;—Uncle Sam's Comic.....	Ea., pap. 10
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De Quincey, Works, Riverside ed., v. 1, Confessions of Engl. Opium-Eater.....	1.75
Dickens, Works, Ill. Lib. ed., v. 1 and 2, Pickwick Papers.....	Per v. 2.00
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Penn. State Rep., v. 78. Smith's v. 28. Shp. 4.50

LINDSAY & BLAKISTON, Phila.

Thornton, On Tracheotomy..... \$1.75

A. K. LORING, Boston.

Whitney, Jerub Throop's Experiment. Pap. 50

MACMILLAN & Co., New York.

Freeman, Norman Conquest, v. 5..... 4.00

JOEL MUNSELL, Albany.

Warner, Solar Theory of Myths..... Pap. 25

NAT. TEMPERANCE SOC., New York.

Willard, Hints for Women's Temperance Work, 2d ed..... Pap. 25

JAS. R. OSGOOD & Co., Boston.

Longfellow, Poems of Places, England, v. 1..... 1.00

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JOHN E. POTTER & Co., Phila.

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Woolsey, Century of Nursing..... Pap. 50

B. B. RUSSELL, New York.

Conwell, Life of R. B. Hayes... \$1.50 and 2.00

SHELDON & Co., New York.

Alden, Science of Government..... 1.50

CHAS. P. SOMERBY, New York.

Brisbane and Fourier, Introd. to Social Science..... 1.00

Fourier, Social Organization..... 1.50

E. STEIGER, New York.

Payne, Science and Art of Education. Pap. 15

UNIVERSITY PUB. Co., New York.

Thrall, School Hist. of Texas..... 1.00

D. VAN NOSTRAND, New York.

Jenney, Mineral Wealth, etc., of Black Hills..... Pap. 50

Schott, Variations of Atmospheric Temperature in U. S..... Bds. 3.00

Thurston, Rep. of Comm'r's of U. S. to Intern. Exhib. at Vienna, 4 v..... 15.00

WHITE, SMITH & Co., Boston.

Murray, Songs for S. S. and Gospel Meetings..... Bds. 35

T. WHITTAKER, New York.

Spectre of the Vatican..... 1.50

The Publishers' Weekly.

SEPTEMBER 9, 1876.

PUBLISHERS are requested to furnish title-page proofs and advance information of books forthcoming, both for entry in the lists and for descriptive mention. An early copy of each book published should be forwarded, to insure correctness in the final entry and for notice in "Books Received."

The trade are invited to send "Communications" to the editor on any topic of interest to the trade, and as to which an interchange of opinion is desirable. Also, matter for "Notes and Queries." Notes from librarians will also be gratefully received.

In case of business changes, notification or card should be immediately sent to this office for entry under "Business Notes." New catalogues issued will also be mentioned when forwarded.

THE POSITION OF THE RETAILERS.

WE are glad to note in the *American Bookseller* two excellent articles on the organization of the trade, impressing upon members of the trade the importance of making the organization thorough and complete. It discusses especially the relations of the retailers to the A. B. T. A., and laments that comparatively so few of them were present at the recent Convention. It says of "the fact that the retailer took no prominent part in these affairs:" "That it is a fact, the retailers have only themselves to blame. Their numerical strength would alone have given them the control of the Association had their common needs given them interest enough in the cause of reform to attend the meetings." The suggestion which it makes to the remedy for these difficulties are two: The organization of the Convention on a representative basis, instead of as a mass convention, and a separate organization of the retailers. The first suggestion was discussed at the beginning of the reform, and the plan has since then been looked forward to by many as most desirable, so soon as the trade should become sufficiently organized to permit it. Unfortunately the trade has not yet become organized to this extent, and we heartily agree with the *Bookseller* that such thorough organization is immediately desirable. There is much to be said in behalf of the present system of conventions, by which any member of the trade is permitted voice and vote in its deliberations. At the same time it is true that the vote does become a haphazard matter, depending chiefly on the opinion of the section in which it is held. Perhaps the best method would be a combination of the two systems, admitting all who come to be present at and take part in the deliberations of the Convention, but restricting the vote, as far as could be done without confusion, to those who were properly delegated from the various local organizations. Whether or no,—a more general system of local organiza-

tions is the great *desideratum* in the future of the trade.

We do not, however, agree with the *Bookseller* and the correspondent who suggests this plan, as to the desirability of an exclusive retailers' association. If there are too many organizations, all of them will be the less successful, and the reason that the retailers had less influence than they might have had in the Philadelphia Convention was simply that they did not come. In a word, the retailers have not kept up that active interest in Convention matters which might have been expected of them. It will be remembered that when Mr. Watson called a meeting of retailers during the Convention at Niagara, he was forced to report to the Convention the next day that he had held a meeting all by himself. If the retailers came to the Convention in any force, they would have the power in a mass convention to outvote publishers and jobbers altogether—a fact which indeed has caused some of the publishers to hesitate to join the Association. Our belief is that there is no danger to either class from a full participation of the other in the Convention discussions and in the Association work. We do not believe either side would vote as a class, for any antagonism between the two is more imaginary than real. Each would listen with respect and consideration to the suggestions of the other, and we believe that the result in any vote would be toward that course in which the best interests of both resided.

The retailers have reason to be disappointed that the question of the reduction of retail prices was not more fully discussed at the Philadelphia Convention, but this also is their own fault. The publishers there stated in so many words their desire to hear the opinion of the retailers on the subject, and there were very few there to give the information asked for. The Committee of Thirty, it must be remembered, has always opened its doors and cordially invited into its deliberations the members of the Convention generally. It is simply a device, and a useful device, to give opportunity for confidential discussion. There are features of the trade and difficulties in its way which can only be brought out by some such informal means.

The fact of it is that the retailers have only to join the Association generally, and to play their proper part in it, to fulfil all the purposes which might be brought about by an organization of retailers alone. We should decidedly deprecate a division of the National Association into classes, because the tendency would be to increase the membership in one at the expense of the other. The interests of the

trade are one, and the right plan is for them all to unite in the one organization. It is this very apathy of the retailers which has done so much to discourage those publishers and jobbers who are most loyal to the Association.

THE BOOK FAIR.

We shall be able in our next issue to present more full particulars of the coming Book Fair, which opens Monday, Sept. 25th, with a full list of the houses that will be represented. It is worth while, however, to remind the trade now, while there is yet time to take memoranda of their stock and make preparations to come to New York, of the great importance of this fourth Fair, both to themselves individually and to the trade at large. The present sale will prove the most telling test of the new system for which there has as yet been opportunity. It remains to be seen whether the fall Fair will repeat the considerable success of that held last fall, or whether it will prove a comparative failure, like the two Fairs between. It was pointed out previously that the times at which they were held gave them little chance for success, but the same can not be said of that which will open this month. The two points which may possibly militate against it are the fact that the year is not a very lively one for business, and that the plan, to which many of the trade object, has not yet been modified. We may suggest, however, that while it may be hoped that this question of endorsed notes will some time receive a satisfactory solution, provided a plan can be made which will combine the necessary safety with flexibility, yet there is a good deal to be said on the present side as well. As it is, the trade are offered the full lists of the publishers represented on four and six months' credit, so that they have until January 28th and March 28th, 1877. This virtually gives the retail dealer so much extra capital for his busy season, and enables him to meet his notes after the season is quite over and his retail accounts are settled. It should also be remembered that buyers paying cash are entitled to the very liberal discount of ten per cent per annum on all their goods, so that they surely have nothing to complain of.

The sale, as was stated, will commence on Monday, the 25th, and will continue for four days only. Nearly all the leading houses of New York and Boston will be fully represented, and from Philadelphia the Lippincott house and Porter & Coates, at any rate, will take part. At the close of the Fair, on Friday, the 29th, there will be a sale at auction of stereotype plates, remainders, clearance stock, etc. Among the stereotype plates to be offered is

the considerable list bought by Albert Mason at the great Osgood sale, which will be sold out on his account. These comprise many of the best of Jules Verne's works, four volumes of the popular books of Samuel Smiles, the Life, Sermons, and Lectures of F. W. Robertson, in eight volumes, nine volumes of Jean Paul Richter's writings, Crabb Robinson's Diary, and other desirable plates. After this sale there will be held an auction sale of stationery, for which, we learn, a number of leading firms have promised considerable consignments. The advantages thus offered to those coming to New York are very many, and it is to be hoped that all sections of the trade will be fully represented. It is very desirable in every way that the Fair system should be encouraged, and if the retail trade prefer to stay at home from the Convention and the Fair, and make criticisms, instead of doing their best to support the present system and make improvements by and by, they will finally have only themselves to blame if the matter should not turn out as they desire in the end.

We are sorry to learn from Mr. Knight that the Treasurer of the A. B. T. A. has not received a single remittance of dues since the Convention. This is not a good sign, but it illustrates too well the carelessness with which many are apt to treat Association matters. Members who are in arrears should remit to him promptly and remind themselves that the work of the Association can only be carried on by careful attention to those small matters which make up successful work of any sort. Send in your dues, gentlemen, and those of you who are not members of the Association, send in your names. The treasurer is Mr. Joseph Knight, of H. B. Nims & Co., Troy, N. Y., and the corresponding secretary is Mr. W. D. Pratt, of Baker, Pratt & Co., 142 Grand street, New York City.

In accordance with our rule of sending to the parties mentioned proofs of communications embodying charges in which the parties are named, we have delayed the publication of "Sufferer's" letter until the houses in question could be heard from. We publish accordingly letters from Messrs. Potter, Ainsworth & Co. and Messrs. J. H. Butler & Co. (the latter just received). The letter of Messrs. Potter, Ainsworth & Co. seems to cover their case fully, unless "Sufferer" claims that the "forty to fifty per cent" of which he speaks means, in their case, more than forty per cent. The other rules of the Publishers' Board of Trade pro-

vide that no better terms than forty per cent shall be made to any schools whatever, except for introduction, and prohibits the payment of freight or any additional inducement. The present system of school-book distribution of course does not favor the trade at all, and it is only for such exceptions to the general policy as the rules quoted indicate that the trade has reason to be grateful.

WE owe it to Mr. Judd to make room for his answer to the charges made against him, but we still regret that the WEEKLY should have unwittingly become the vehicle of personal controversy. This remark also applies to the communication of "Sufferer." We again and again beg the trade to understand that such matters should be adjusted by a general arbitration committee. In face of personal charges we must of course withhold our comment. One fact, however, in Mr. Judd's account, whether speaking for him or against him, points again very forcibly to the cause of so many ills in the trade—the system of "introductory rates." In fact, the whole system of school-book competition has much to answer for: the demoralization and discouragement of the retail bookseller, and the breakdown of trust not only between publisher and bookseller, dealer and dealer, but particularly between the trade and the public. The system is neither sound nor just. What will be its result? We invite the trade to give us any facts and figures that may serve us in opening a full discussion of this most vital question.

OUR next issue will be the Fall Announcement and Book Fair number, which will contain, besides the official announcements of the publishers, reading-matter notes on the books promised, an editorial review of the prospects of the season, full information as to the Fair, a prize paper on the Centennial exhibits, and the answers also to prize question No. 12, and other features of special interest. We are glad now to note that there are already indications of a reasonable revival of business, of which we shall speak more fully then.

A WORD FROM THE TREASURER.

OFFICE OF THE TREASURER, A. B. T. A.,
TROY, N. Y., Aug. 15, 1876.

The undersigned will feel obliged if the trade who are members of the American Book Trade Association will promptly send to him the amount of their annual dues, \$2, now past due. Early attention to this request will save him some labor, and the treasury some outlay for postage.

JOSEPH KNIGHT, *Treas.*
Troy, N. Y.

Care of H. B. Nims & Co.

COMMUNICATIONS.

THE SCHOOL-BOOK TROUBLE.

RICHMOND, VA., Aug. 23, 1876.

To the Editor of the Publishers' Weekly:

Allow me to call your attention to what I consider an outrage which is being indulged in by members of the A. B. T. A., and to ask if there is any remedy. Messrs. Butler, of Philadelphia, and Sadlier and Potter, Ainsworth & Co., of New York, are selling school-books in this city to private schools at 40 to 50 per cent off, which is better than they sell to the trade.

It is but natural to suppose that when business men sign an agreement they intend to stick to it, but so far the 20 per cent rule is a farce. Butler not only sold Mitchell's Geography at 40 per cent., but paid the *freight to Richmond*. Does he do this for any bookseller in the United States? I think not. In this instance they could not have the excuse of introduction, as the same books have been used in the school for three years, and have been supplied at 20 per cent, which was perfectly satisfactory. The consequence is, the local dealer has lost a customer, the publisher has not increased his sale or made one cent more money. This thing is nothing new. If I were to give any of the above merchants a note and fail to pay it, no doubt they would consider it bad faith. In my mind one agreement is as binding as another when your word is passed. What say you?

Respectfully, SUFFERER.

NEW YORK, Aug. 30, 1876.

To the Editor of the Publishers' Weekly:

We are surprised at the charge made by "Sufferer," inasmuch as we have already taken pains to explain privately the action which he magnifies into an "outrage" and violation of our plighted faith to the trade; however, to place ourselves in the right light before our fellow publishers and booksellers, now that this matter has been brought to their notice, allow us to say that we have violated no obligation whatever, but have lived and shall continue to live strictly in accordance with the rules regulating the Publishers' Board of Trade.

That we have quoted 40 per cent discount to "private schools" is in the abstract true, but in its *implied meaning* utterly false, as will be readily seen when we say that "Sufferer" forgot to add that they were "religious institutions" operated by "benevolent societies," and "purchasing their own supplies." We would respectfully submit the following, clipped from the By-Laws of the Publishers' Board of Trade, in support of our position:

"By-Law No. XXXI. School-books and other articles, enumerated in By-Law XI., shall be sold at no greater discount than 20 per cent from the published retail prices, with the following exceptions:

* * * * *
"4. To schools supported by religious and benevolent societies, purchasing their own supplies."

Very respectfully,

POTTER, AINSWORTH & CO.

PHILADELPHIA, Sept. 7, 1876.

To the Editor of the Publishers' Weekly:
We have read the letter of "Sufferer"—proof slip of which you sent us. If we correctly

identify the writer, we have, under date of Aug. 23d, already answered the same complaint, made by him through Messrs. Claxton, Remsen & Haffelfinger. But the courteous tone of your letter demands that we should again reply; we take pleasure in doing so.

1st. As to the general charges of "outrage" and "bad faith," and the insinuations as to "agreements," "Sufferer" should be sure of his position before making such charges, for his attempt to apply them to us falls to the ground, as we are not "members of the A. B. T. A."

2d. As to the specific complaint: Outside of the regular trade, we have sent but two lots of books to "Sufferer's" city this season. In both cases the books were ordered by our agent to be sent *for introduction*, and they were sold *for that purpose* at introductory rates, as established by the Publishers' Board of Trade.

3d. "Sufferer" asks if there is "any remedy." So far as we are concerned, we would say that if any one thinks he has a grievance against us, a note *to us* setting forth the same will always receive our prompt attention; and if any wrong is found to have been done, there will be an instant rectification thereof so far as lies in our power. Letters to other parties and uncalled-for insinuations will hardly accomplish the same object.

You will pardon us for adding that, though we are not members of the A. B. T. A., we have carefully followed the doings of that body as set forth in the WEEKLY, and have earnestly endeavored (so far at some loss) to govern our action by what seemed to be the wishes of the trade in their efforts toward reform.

Very respectfully yours,

J. H. BUTLER & CO.

MR. JUDD'S "DIRECT ANSWER."

NEW HAVEN, Ct., Sept. 4, 1876.

To the Editor of the Publishers' Weekly:

I thank you for the use of your columns thus far, and as the misrepresentations of Mr. Phillips, in his communication dated August 26th, must be corrected, and a clearer light needs to be thrown upon his transactions, I trust that you will grant me a little space, and I will be as brief as a clear presentation of the case will admit.

In the first place, then, referring to your editorial remarks: The booksellers of this city, with the exception of Mr. P., do not now and never have claimed to belong to the A. B. T. A. I endeavored to make this plain in my last communication. Their uniform and settled practice has been, for the last ten years at least, to retail all books, with the exception of some specialties, at a discount of ten per cent from the retail price, and to the large privileged classes—in this city very large—a discount of twenty per cent. From this rule they have never departed, except in cases where the operations of the undersellers in their forays into the school-book field made it absolutely necessary in order to retain their trade. We do not come into court then as members of the A. B. T. A. We have great respect for that organization; we hope it will result in permanent good to the trade, although great wrongs have been perpe-

trated in this city under its cloak. It is not the first instance in which the "livery of Heaven has been stolen to serve the devil in."

What the booksellers of this city ask from the publishers and jobbers is that they shall no longer be subjected to an unfair and dishonest competition; that the operations of the underseller and compromiser shall be curtailed by the cutting off of his supplies; that he shall no longer be furnished with stock *on credit*, and when his bills come due be allowed to fail, settle up at a nominal per centum, and go on his way rejoicing, to repeat the same proceeding *ad infinitum*. There are two or three points only in Mr. P.'s letter that demand notice from me. He states that the assertion of the trade in their circular letter of December 30th last in regard to the discount at which he was retailing books is false, and they knew it to be so. I do not like the "you're-a-liar" style of argument. It proves nothing. I will only say that it is the united word of almost the entire trade against him. If we can have a hearing—not being members—before the Arbitration Committee of the A. B. T. A., we can inundate them with evidence on this point; every one of us has volumes of it. One thing in regard to this letter of the trade: it had more than one object. It was designed to call the attention of the publishers to the peculiar nature of the *transfer of stock or sale* (?) then being consummated. Mr. P. surreptitiously obtained a copy of it, and if he thinks he has derived any advantage from making it prominent in his advertisements and placing it in his store window, the local trade wish him joy of it. It is certain that but for that letter he would have succeeded in getting in much deeper and making a much more magnificent failure than he has.

In reply to the charge that our firm sold Whiton's "Lysias" (Ginn Bros.) at 95 cents, the facts are these: the book was wanted *for introduction* into the freshman class of Yale College, having not before been used in that institution. Mr. P., thinking that he was the sole repository of the information that it was to be so used, and knowing that the books would be wanted for use *immediately* and would be taken up at once, conceived the excellent idea of selling them to the students at \$1.25, *being an advance of 25 cents per copy on the introduction price*. Seeing through this operation, we promptly telegraphed for a quantity, sold them to such of our customers as could wait at 95 cents per copy, the cost to us being 90, and his bubble was pricked, to his intense chagrin. Whether it is worse to exact 25 cents more than the fair price for a book in such circumstances than to sell it for 5 cents less, I leave you, Mr. Editor, to judge.

The case he cites in regard to the new edition of Bancroft in sheep, and the price at which he says we offered it, is either pure fiction or else a truth half told. If the lady aforesaid was entitled to a discount, the price named to her was \$14.40 the set, being a discount of 20 per cent, otherwise our regular retailing rate of 10 off was named. One late fact about underselling, just as a specimen brick, before I dismiss this branch of the subject. On Saturday morning last a customer asked the writer for Henderson's "Gardening for Profit," published by the Orange Judd Co., and retailing at \$1.50. He was shown the book, and upon being told that he could have it for \$1.35, remarked, "You

do not sell as low as they do at the 'Boston bookstore.' I saw it there just now at \$1.10. How is this?" Upon being told that upon the basis of the late compromise the book could not have cost the proprietor of that establishment over 25 cents, his countenance lighted up, but he nevertheless departed to buy where he could do so the cheapest.

The writer never uttered the threat, either in form or substance, attributed to him by Mr. P. If he had ever mentally contemplated such a process of "running out," his better judgment would have told him that it was taking unnecessary trouble. The way of the compromiser is sometimes lengthy, but all things must have an end, and in time he usually runs himself out and departs to seek "fresh fields and pastures new."

Mr. P. intimates that in my remarks about his "liabilities, compromise," etc., etc., I have drawn largely on my powers of conjecture. Possibly, though I quoted directly from his documents; but in order to remove entirely the haze from his transactions, and show his creditors and an admiring world how he came into "difficulties"—I believe that is the phrase—will he kindly afford full and satisfactory information on the following points?

1st. Did he in *good faith* purchase this stock from Mr. A. W. Lovering just previous to Lovering's failure last winter? His assurance that the thing was not fixed between him and Mr. L., in order to keep this stock out of Lovering's statement, would be gratifying. If that purchase was made in *good faith*, how much cash did he pay down, and for what amount did he give his notes?

2d. What was the nature of his transaction with Mr. Lovering, when on one Monday morning *early*, in June last, he shipped Lovering seven cases of books? Did he owe Lovering any thing? Can it be that in view of a storm he was placing his worldly goods where they would be *safe* until the thing blew over?

3d. Why, after he had presented his statement of his liabilities to his creditors and made his offer of compromise, did he pay in full some of the smaller amounts, thus preferring some of them, after representing that all were to share alike?

Perhaps this was to assist his credit in future transactions. If so, he must permit me to say that his conduct was, to put it mildly, hardly consistent with principles of the strictest integrity.

4th. If he can answer the foregoing interrogatories satisfactorily, perhaps he will afford some solution of this final conundrum. He has repeatedly stated that he started in business with a considerable cash capital. He had, according to his own account, done a fine business, improving much upon that done by his predecessor. How comes it then that, with all these advantages and this flattering success, he appears before his creditors, after doing business hardly nine months—taking his statement of the date when he commenced—with this exhibit (I quote round numbers): Liabilities, \$6400; assets, \$2800. Has all this capital "faded like the baseless fabric of a vision, and left not a rack behind"?

Will Mr. Phillips come to the front?

I remain, Mr. Editor,

Yours faithfully, E. P. JUDD,
Of Judd & White.

JOURNALISTIC NOTES.

THE *Penn Monthly* seems to have had new life infused into it since passing into the hands of Messrs. J. H. Coates & Co., its present publishers. The number for September presents quite an array of literary and scientific papers, among which may be mentioned "One Hundred Years of the Northwest," by Prof. Andrew Ten Brook; "Concerning Zeal," by Prof. Robert Ellis Thompson; "Architectural Fashions," by the late Henry Augustus Sims, architect; and the third and concluding paper on "European and American Forestry," by James Henry.

PERSONAL NOTES.

MR. ROBERT PORTER, of Porter & Coates, Philadelphia, has started on a trip to the White Mountains, thence to Canada, thence to Watkins Glen and other places of interest, combining in the after-part of his journey business with pleasure.

MR. GEO. HAVEN PUTNAM, while in London, was requested by the Royal Copyright Commission to make some explanation to them concerning copyright matters in America. He spent some two or three hours under fire of questions, and endeavored to show to the members of the Commission some of the practical difficulties before American publishers in this matter. Mr. Putnam is nevertheless a believer in international copyright, and a member of the Copyright Association.

MR. JOHN MURRAY, son of the famous London publisher, returned to England last Saturday after a three-months' visit to this country. On Friday he dined with Mr. Blair Scribner, in company with literary gentlemen of this city.

BUSINESS NOTES.

LAFAYETTE, IND.—The firm of Ellis & Barber, booksellers, stationers, etc., has been dissolved.

MINNEAPOLIS AND ST. PAUL, MINN.—Dudley Brothers have removed their stock and fixtures from St. Paul to Minneapolis, where they opened on September 4th with a full stock of books, stationery, and wall-papers.

MOBERLY, MO.—W. L. Young, stationer, has sold out to Dr. Depeau.

OMAHA, NEB.—R. H. Wilbur, C. F. Catlin, S. C. Abbott, John F. Fairlie, and John J. Monell have organized a joint stock company under the title of "The Omaha Book Co." with R. H. Wilbur as President and C. F. Catlin as Vice-President, and will carry on the book and stationery business at the former store of C. F. Catlin.

PHILADELPHIA, PA.—W. H. Boner & Co., music publishers and dealers, have made an assignment to William P. Kildare.

SPRINGFIELD, ILL.—Patterson & Co., books and stationery, are closing out.

STAMFORD, CT.—Wm. W. Lockwood has sold out his book and newspaper business to James P. Holmes.

WATERBURY, CT.—J. T. Faber, bookseller and stationer, has made an assignment.

STATIONERY NOTES.

Brief descriptions of new goods, with small cuts illustrative of novelties, business changes, and personal notes, inserted without charge. Subscribers may benefit each other, and enhance the value of these columns, by promptly communicating any local item of interest to the trade.

WE are glad to note a decided improvement in trade among stationers, fancy-goods dealers, etc. The fall trade, although well advanced, has not looked better for a year or two past, and the trade generally are more hopeful. Buyers seemed to be plenty, but sales light, during the months of July and August, but the latter, when footed up, are found to have gone beyond the expectations of many. September bids fair to be the heaviest month this year, where formerly August has always taken the lead in staple and heavy goods. Many of our heaviest buyers are in need of stocks, but have held off in order to see what shape the market would be in. Another very encouraging feature is that buyers, whenever a saving can be made for cash, buy on those terms. The crops in the country are said to be in a very satisfactory condition and with a revival of confidence a satisfactory business can be expected.

L. WOLF & CO., 54 Maiden Lane, New York have recently commenced the manufacture of fine leather goods, comprising desks, jewel-cases, work-boxes, odor-cases, folios, collar and cuff boxes, music rolls, card-boxes, belts, glove and handkerchief boxes, pocket-books, cigar-cases, and various other novelties similar to those made in Vienna, Paris, London, and other sections of Europe. These goods have heretofore been, and are now, imported in large quantities, but there is every indication that goods of American manufacture, which it is claimed can be sold at from 25 to 30 per cent less, will to a considerable extent take their place. The new "Portsmouth Purse," for carrying coin, is an economical and simple receptacle for small change, and can be carried in the vest pocket. It is meeting with great favor, and is just the thing for gentlemen. Mr. Kirby, of the above-named house, has left for Philadelphia and the West with a full line of samples in above-named goods, and we have no doubt but that his efforts will meet with an appreciative recognition from the trade.

CHAMBERLIN, WHITMORE & CO., 45 Beekman street, New York, have a "new linen machine hand-made" paper in cream and azure tints, antique finish, in 21 and 28 lb. folio, which they have made up in all the fashionable sizes both of paper and envelopes. These goods are very elegant, but the trade will be better able to judge for themselves by sending for samples, which are doneup in neatest manner possible.

BAKER, PRATT & CO., New York, have just received a very fine quality of blue Grand Quadrille paper, 10⁰ to 12⁰, which they make in any size required.

KIGGINS, TOOKER & CO., New York, are having unprecedented sales in their diaries this year.

JAMES WHITE, of Leroy W. Fairchild & Co., New York, has just returned from a trip to the White Mountains.

WILLIAM LUCY, 52 John street, New York, has just returned from Europe after a very pleasant trip of two months. He brings with him a number of new styles in papers of the Royal Irish linen make.

IN TOWN.

R. Bryce, Spartanburg, S. C.
J. H. Withington, San Francisco, Cal.
C. Cobb, Chicago, Ill.
Mr. Pratt, of J. L. Fairbanks & Co., Boston, Mass.
R. K. McClure, Frankfort, Ky.
Warren C. Kane, Vicksburg, Miss.
L. G. Wetmore, Rochester, N. Y.
A. C. Brechin, Charlottesville, Va

LITERARY AND TRADE NOTES.

IN mentioning, in comparing the indexes in the catalogues of the TRADE-LIST ANNUAL, the firms who had adopted the suggestions of the trade, we omitted John Wiley & Sons, whose very neat catalogue is much improved by the alphabetical index preceding it. The body of the catalogue is now chiefly by authors, and the index includes both titles and subjects in one alphabet. We should also note the very full verbal index prepared by Mr. Brett for the new catalogue of Macmillan & Co., intended for the TRADE-LIST ANNUAL, but which came too late to be incorporated with it. The short-title index is in one alphabet, and is admirably done, and the trade should send for the new catalogue to put alongside the ANNUAL volume.

MR. THOS. Y. CROWELL announces that he has made arrangements with Rev. Elon Foster to publish his "New Cyclopædia of Prose Illustrations" and "New Cyclopædia of Poetical Illustrations," heretofore published by W. C. Palmer, Jr., and solicits the orders of the trade.

A HISTORY of the origin and early days of *Notes and Queries*, by Mr. W. J. Thoms, its first editor, is now in course of publication in that paper.

MACMILLAN & CO. are to publish a new (fourth) edition of "Harriet Martineau's Biographical Sketches, 1858-1875." It will include, in addition to those previously published, sketches of Mrs. Somerville, Sir John Herschel, Barry Cornwall, Sir Edward Landseer, and her brief autobiographical sketch for the *Daily News*.

HENRY HOLT & CO. have just received, for translation in this country—a compliment to American translators—the proofs of a new volume from Auerbach. The book is called "Thirty Years After," the title deriving its significance from the fact that the three stories of which it is made up are all sequels to his early "village stories," issued thirty years ago. They are "Lorle's Richard," a sequel to "The Professor's Wife;" "Young Aloys; or, The Block-head from America," a sequel to "The Gawk;" and "The Convict's Children," a sequel to "The Convicts." The volume will appear late in the fall. It will be preceded by a translation, just completed by the Rev. Charles T. Brooks, of Auerbach's "Poet and Merchant,"

never before published in English. These volumes are arranged to be parts of a uniform edition of Auerbach, in the size of the "Leisure Hour Series."

"HOURS of Amusement," by W. T. G. Weaver, has its title-page embellished by the following witty couplet of Byron :

"And though these lines should only line portmanteaus,
Trade will be all the better for these cantos."

We trust, in the interest of the publisher, Mr. E. H. Cushing, of Houston, Texas, that they may prove prophetic.

THE scene of Mr. Hepworth Dixon's novel, "In and Out of Sunshine," will be partly laid in the United States and partly in England. The heroine will be a Southerner.

E. & F. N. SPON are preparing for publication "Mining Machinery," a descriptive treatise on the machinery, tools, and other appliances used in mining, by G. G. André, containing machinery for prospecting, excavating, hauling and hoisting, ventilation, pumping, and the treatment of mineral products, including gold and silver, copper, tin and lead, iron, coal, sulphur, China clay, brick-earth, etc. The volume is to be printed in royal 4to, uniform with the author's treatise on coal mining, and to contain about 150 plates, accurately drawn to scale, with descriptive letter-press.

WE learn from the *Academy* that the Rev. L. Tyerman, author of "The Life and Times of John Wesley," has now in the press a biography of George Whitefield. Original letters, pamphlets, and documents, in many instances quite unknown to Whitefield's previous biographers, have come into Mr. Tyerman's possession. The work, which it is expected will be as exhaustive a life of Whitefield as it is possible to compile, will be published towards the end of the year by Messrs. Hodder & Stoughton.

THE long-delayed volume, by Mr. Drury Fortnum, on the European bronzes in the South Kensington Museum may be shortly expected.

THE *Librairie des Bibliophiles* has issued the first number of a curious work, under the title of "Bibliothèque musicale du théâtre de l'Opéra, Catalogue Historique, Chronologique, Anecdotique," by Th. de Lagarte. The work is divided in six epochs, and concluded by an appendix. Each epoch is designated by the name of a representative musician, as: 1671-1697, Sully; 1697-1733, Campra; 1733-1774, Rameau; 1774-1807, Gluck; 1807-1826, Spontini; 1826-1849, Rossini and Meyerbeer; 1849-1876, from the "Prophet" down to date. The

work will be published in 8 numbers, each containing a portrait, at 5 francs each. It is to form two volumes, and expected to be complete before the end of next year.

WITH commendable enterprise, Henry Holt & Co. propose to substitute in the forthcoming new American edition of E. A. Freeman's "General Sketch of History," introducing his "Historical Course for Schools," an entirely new series of maps for the confused plans printed in the English. The maps themselves, all historical, are excellent, but they needed the enlargement and coloring which they will have in the new American issue. Thirty-two pages of chronological tables and sixty-four of indexing will add much to the value of the re-issue.

DR. DUNCKER'S "History of Antiquity," translated by Mr. Evelyn Abbott, of Balliol, will be published by Bentley.

VELHAGEN & KLASING, Bielefeld and Leipsic, announce a Dictionary of the entire Military Sciences, edited, with the co-operation of leading military authorities, by B. Poten. to be published in about 30 monthly numbers, 8vo. The complete work will cost about 60 marks.

MISS RHODA and Miss Agnes Garrett are preparing for the press a "Handbook of Domestic Decorative Art."

WE take great pleasure in acknowledging a most unique and witty collection of "Silhouettes" issued by Valentine & Co., 323 Pearl street, to advertise their numerous coach and car varnishes. The idea is quite an original one, and carried out in first-class style. There are eighteen silhouettes in all, enclosed in red lines, and fastened together by a ribbon by which they may be hung up. Each picture is different and exceedingly amusing and original, all calling attention in a laughter-provoking way to "Valentine's Varnishes."

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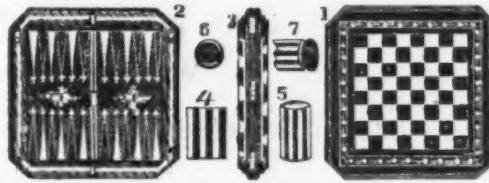
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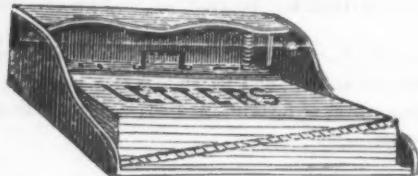
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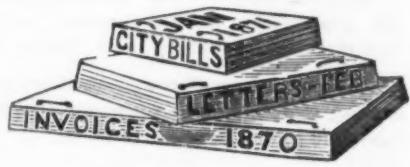
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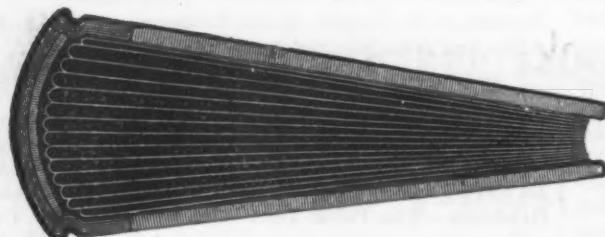
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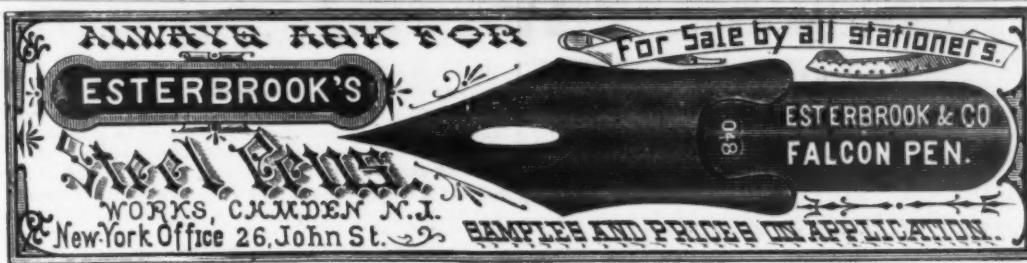
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